**Personal Info**

João Eurico de Aguiar Lima

Brazilians, married, no children, 50yo

Contact info

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**Education**

BS – Computer Science – UFPE – Recife - Brazil

**Languages**

English – full fluency

Spanish – intermediate

Portuguese – Native language

**Main qualifications**

Deep knowledge of ICT, management of IT resources, integration solutions. Strong performance in the commercial area of IT solutions involving everything from application software (ERP, BI, process management), advisory services, products and IT hardware infrastructure solutions. Experience in managing sales teams with strong leadership and proven results in backlog of more than R $ 10 million actual sales of products, solutions and services in the private and public sector. Great leadership, coaching and development of teams with training of excellent performance teams. Extensive knowledge and experience in management of multinational companies with direct reports to headquarters outside Brazil. Full knowledge of the customer centered sales process.

**Work experience**

**Carl Zeiss do Brasil Ltda** - dec/2012 – thru sep/2015 (2.5 years)

World’s leading microscope manufacturer.

Regional Sales Manager - Northeast – Microscopy Division

* Unit manager of CZB Northeast
* Setup of Recife office.
* Selection, recruiting and subscription of 2 new sales representatives for the region.
* Sales training of representatives sales team.
* Sales report supervision for the entire region (4 representatives, 10 salesperson, product specialists).
* Negotiation of major strategic accounts with over EUR 1 Million of sales of advanced microscopy products, mainly in the public sector.
* Influencing, drafting and monitoring of tenders in the public sector with many different government agencies all over the 9 states of northeast region.
* Trainning and sales support of advanced and high valued microscopy products such as electron microscopes, x-ray microscopes and such.
* Managing and coaching of sales team from representatives as well as employees of CZB.
* Implementation of CZB BI with focus on sales reporting over ERP Proteus
* Support to migrate CZB BI from ERP Proteus to SAP ERP
* Implementation of CRM for CZB
* In charge of whole Brazilian microscopy sales to Germany Headquarters
* Support to various product managers from all the plants of microscopy (Germany, UK, USA, China). Teleconferencing, sales reporting, customer issues, pos-sale support to the customer.
* Monitoring of all pre-sales cycle and after-sales with the sales team and product specialists (engineering)
* Strong team leadership and motivation
* Competitors monitoring and mapping among the customer base. Strong knowledge of competitors products, weakness and strengths.
* Proposal making for all the vast line of products of microscopy division.
* Support for translation of sales collaterals
* Prospection, evaluation, training and recruiting of sales channels
* Sales management for the public sector with complete coverage of the cycle from influences the terms of reference, preparation of the technical proposal and commercial proposal, participation in bids.
* Presentation to many renowned research institutions all over Northeast region.
* Presentation to the board of CZB and Germany HQ officials.
* Northeast regional sales expansion to more than 25 million reais from 2013 until 2015

**Procenge** - may/2005 – thru nov/2012 (7+ years)

Product and Solution Specialist

* Product defense with the various users within the client company
* Preparation of promotional materials and presentations of the product to customers
* Preliminary survey of adherence of ERP products to the prospective customer
* Product protection plan preparation for Payroll and Human Resources software
* product protection plan for Industrial floorplan Management and Warehouse Logistics
* Monitoring of all pre-sales cycle and after-sales team with the vendors and deployers
* Specializing in sales of ERP, Payroll and Human Resources, Industrial Management and Logistics
* Realization of sale of integrated solutions involving application software, system software, hardware platforms such as servers, routers, LAN infrastructure, mobile computing and integration of all solution components.
* Training of dealers and trading partners in the defense of the product
* Training of the entire sales team in business processes and use of sales techniques
* Sales team leadership exercising motivation
* Polling and survey of competitors and similar products
* Preparation of draft tender terms of reference and influence in biddings.
* Support in the preparation of commercial proposal for the ERP implementation.
* CRM deployment Procenge
* Create material in different languages ​​to promote products and services in other countries
* whitepapers writing related to the success stories of products and services of Procenge
* Defense of georeferencing products for agriculture and logistics applications
* Exploration, evaluation and training of sales channels (dealers) of products
* Definition and monitoring of the sales quota of the commercial area
* Sales management for the public sector with complete coverage of the cycle from influences the terms of reference, preparation of the technical proposal and commercial proposal, participation in bids.
* Lectures in various educational institutions in Brazil and abroad.
* Presentations in English for foreign customers.
* Presentations in Spanish for foreign clients

**As freelance consultant** - may/2002 thru nov/2012

ITC Management consultant alongside the work at Procenge

* Consulting for Grupo Fernandes Vieira (large Hosital group in Recife) - Integration Lotus Notes and SAP / R3 (second half 2002)
* Consulting for Grupo Fernandes Vieira - System Integration WPD SAP / R3
* Advising Aqualíder (Grupo Fernandes Vieira) - IT area Restructuring and selection of ERP Microsiga (December 2002)
* Consulting for Grupo Hope (largest ophthalmology hospital in Recife) - Restructuring the ICT area, network infrastructure and servers selection, integration, deployment WPD + ERP Pyramid (1st half of 2009)
* Consulting FAV - Fundação Altino Ventura (For non-profit branch of Grupo Hope)- Restructuring of the IT infrastructure, hospital management software selection, preparation of equipment acquisition notices (servers, workstations, routers, LAN below), minutes of parliamentary amendments to ICT infrastructure. (2nd half of 2009)
* Crisis Management - Hope Group - Emergency Coordination after the collapse of the HOPE network caused by massive invasion of viruses and general hardware failure (1st half of 2010)

**As an independent Project Manager** – May/2009 – thru nov/2012

Project Manager and instructor, alongside the job at Procenge

* Training PMI / PMBOK in Quality - In PMP certification paths
* MS-Project instructor + PMBOK in Interdata Courses
* Instructor Primavera Project Management Courses in Interdata
* MS-Project Consortium instructor for Marquise - Pecem Ceará.

**Elógica** - Feb/2004 – Mar/2005

###### Sales Director and Division of Human Resource Products Director

• Restructuring Branch São Paulo

• Development of a campaign to increase the resellers network

• Strategic Negotiations of the main products of the line Elógica

• Marketing Plan Development and Sales

• Participation and preparation of proposals in public tenders

• Creation of sales executive training program

• Hiring of new resellers

• Release of ERP product line Planning, Human Resource Management, Laser and Corporate Access the Internet

• Sales of WAN network equipment (routers, fiber optic links, copper, satellite and radio)

• Creation and launch of data center services including Elógica Virtual Host (Virtual Server based on Linux)

• Implementation of new business and hiring partnerships

• Renegotiation of old contracts

• Regularization of legal contracts situation with public agencies

• Unit Planning Elógica for HR division in 2005

• Development of action plans in all areas (sales, production and development)

• Preliminary survey of adherence to HR product to public tenders

• Joint negotiation with other units for the preparation of a complete IT solution for the customer

• Supervision of sales, operations and development of the HR unit

• Support the sales area

• Presentations and lectures

• Participation and preparation of proposals in public tenders

**Sena Informática –** Jun/2003 thru feb/2004

Sales Manager of Recife office

* Recife office setup
* Monitoring and supervision of the network of partners and representatives
* Prospecting for new customers, preparation of business proposals / technical, defense proposals and final negotiation with the customer to business closure
* Responsible for the direct care of corporate accounts (large customers) and government agencies
* Support the preparation of terms of reference and tenders for procurement of goods and IT services by government area

**Fastbee do Brasil –** Jun/2002 thru Jun/2003

COO and Country Manager

* Started as Operations Manager, quickly promoted to Chief Operating Officer, accumulating the post of Deputy Manager, being legally responsible for the company in Brazil
* Trading provision of contracts for access to backbone
* Hiring outsourced services
* Company Headquarters assembly in Brazil
* Recruiting and hiring Financial Manager and Controller for the Company
* Preparation of the Strategic Plan and the company's budget for the entire year 2003

**Interdotnet do Brasil –** may/2000 thru Jun/2001

Director of IT

* Start as Operations Manager Promoted to Chief Technology Officer,
* Trading provision of contracts for access to backbone
* Hiring outsourced services
* Consolidation of 10 service providers who formed the Interdotnet of Brazil
* Preparation of the Strategic Plan and the company's budget for the full year 2001
* Reporting to the CTO in Latin America in Miami

**Terasoft –** Feb/1992 thru Jul/1998

Managing Partner

* Enterprise ERP software developing company with the Group Moura Batteries
* Director responsible for the commercial, marketing and sales.
* Installation of the sales team, selection, recruitment and training of vendors.
* Hiring of commercial manager
* Preparation of all the sales plan, price lists
* Negotiations with customers.
* Design and original design of the ERP Pyramid
* Sale of equipment to support Terasoft + Pyramid solution

**Grupo Moura Baterias –** jun/1989 thru jan/1992

IT Manager

* One of the largest automotive battery manufacturers in Latin America
* Computerization of the then 44 companies of Moura Group with standardization of integrated systems, interconnection network of distributors, connection between the 11 industrial and administrative units of Moura Group
* Definition fo hardware and software infrastructure. Moura Group was one of the earliest adopters of local network for business in Pernambuco.
* Training of IT management staff who would succeed me.
* Integrated development management including accounting, finance, sales / sales, inventory, tax records and logistics.
* Significant results that led Moura Group to found a company for software production (future Terasoft)
* Personnel selection, training and user training.

**Accomplishments**

Having entrepreneur, manager and director of several multinational companies in Brazil. In the last 2 and a half years I worked as a commercial manager at Zeiss. I worked as a sales executive in Procenge, with direct involvement in the sales process of ERP solutions that resulted in more than R $ 12 million in revenue. As an independent consultant in parallel, supported the selection of ERP, hardware infrastructure / software, managers set up teams to customers. Participated in strategic planning of most companies I worked.

**General information**

* Extensive knowledge in processes and cycle techniques of consultative selling.
* Cycle domain implementation of goods and services Tecnlogia Area Information
* Accustomed to work in search results with achievements in various fields.
* Leadership teams with great ability to motivate subordinates.

I focus on new business development and talent for reversing critical situations, experience and attitude to deal with higher-level executives at client companies. Renegociei loss-making contracts, reverted customer dissatisfaction, expand revenue within the installed base.

I am available to travel domestic and abroad, I also know 25 of the 27 states of Brazil with business connections in virtually all of them.

Last Remuneration: R$ 10,000.00 fixed (plus benefits) and average commission around R$ 9,000.00

Pretension Salary: Fixed salary of R$ 10,000.00 (plus benefits) plus some form of variable compensation tied to results